

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EA-12 H-02 EB-08 COME-00 TRSE-00  
OMB-01 STR-07 CIAE-00 INR-10 NSAE-00 /053 W  
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P 201340Z APR 78  
FM AMEMBASSY MADRID  
TO SECSTATE WASHDC PRIORITY 4284

UNCLAS MADRID 04250

SUBJECT: TRADE INQUIRY -- KAWASAKI USA EXPORTS TO SPAIN

REF: STATE 98038

1. WE DISCUSSED MATTER WITH MR. BERNARD HEIDERICH, MANAGER  
OF THE FIRM TALLERES HISPANO-ALEMAN, S.A. WHO PROVIDED  
FOLLOWING INFORMATION:

A. THIS FIRM HAS FOR YEARS IMPORTED KAWASAKI PRODUCTS FROM  
JAPAN. BECAUSE OF PRESSURE FROM LOCAL PRODUCERS MOTOR-  
CYCLES BECAME INCREASINGLY DIFFICULT TO IMPORT DIRECTLY  
FROM JAPAN; IMPORT LICENSES FOR THESE PRODUCTS WERE  
COMPLETELY SUSPENDED 1976. THE SPANISH MINISTRIES OF  
INDUSTRY AND COMMERCE THEN INFORMED MR. HEIDERICH THAT IF  
THE PERCENTAGE OF U.S. MANUFACTURE OF THE KAWASAKI MOTOR-  
CYCLES WERE 30 PERCENT OR MORE, THE IMPORTS WOULD BE  
ALLOWED, AS LONG AS THE SPANISH FIRM COULD FURNISH THE  
APPROPRIATE CERTIFICATE OF ORIGIN ISSUED BY THE SPANISH  
CHAMBER OF COMMERCE IN THE U.S.

B. SINCE THEN THE SPANISH FIRM HAS BEEN IMPORTING  
KAWASAKI ON-ROAD MOTORCYCLES FROM THE U.S. WITHOUT  
DIFFICULTY UNTIL NOW.

C. ACCORDING TO MR. HEIDERICH, IT APPEARS THAT SPANISH  
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MOTORCYCLE MANUFACTURES BECAME UPSET BY THE RELATIVE  
ABUNDANCE OF KAWASAKI ON-ROAD MOTORCYCLES IN SPAIN AND  
MANAGED TO OBTAIN A REPORT FROM AN UNDISCLOSED PRIVATE  
SOURCE IN THE U.S. WHICH STATES THAT KAWASAKI'S USA-  
MANUFACTURED MOTORCYCLES DO NOT MEET THE 30 PERCENT  
CONTENTS REQUIREMENT. THIS CERTIFICATE OR REPORT  
APPARENTLY HAS BEEN SUBMITTED BY LOCAL MANUFACTURERS

TO THE SPANISH MINISTRIES OF COMMERCE AND INDUSTRY, THUS  
BLOCKING THE KAWASAKI IMPORTS.

D. MR. HEIDERICH ALSO INDICATED THAT HE HAS REQUESTED  
APPOINTMENTS WITH THE MINISTERS OF INDUSTRY AND  
COMMERCE TO EXPLAIN THE SITUATION AND POINT OUT THAT  
IT IS ILLEGAL TO PROHIBIT THE IMPORTATION OF A COMMODITY  
FOR WHICH THERE IS AN APPROVED IMPORT LICENSE, A VALID  
CERTIFICATE OF ORIGIN AND WHEN THE EQUIPMENT HAS ALREADY  
BEEN PAID FOR BY IRREVOCABLE CREDIT. SO FAR THE  
APPOINTMENTS HAVE NOT BEEN GRANTED.

E. MR. HEIDERICH POINTED OUT THAT THE GOVERNMENT, BASING  
ITS VIEW ON THE REPORT FROM THE PRIVATE U.S. SOURCE,  
ALLEGES THAT THE CERTIFICATES OF ORIGIN ARE NOT VALID.  
HE FURTHER SAID THAT CERTAIN OFFICIALS HAVE INSINUATED  
THAT HIS FIRM MIGHT HAVE BRIBED AN OFFICER OF THE SPANISH  
CHAMBER OF COMMERCE IN LOS ANGELES TO ISSUE THE TWO  
OFFICER (JORGE FUENTES) HAS SUBSEQUENTLY BEEN FIRED OR  
TRANSFERRED. THE CERTIFICATES OF ORIGIN IN QUESTION WERE  
ISSUED ON JULY 21, 1977.

2. EMBASSY HAS ASKED FOR AN APPOINTMENT WITH DIRECTOR  
GENERAL OF IMPORTS (MINISTRY OF COMMERCE) TO DISCUSS  
THIS MATTER URGENTLY.

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3. U.S. DEPARTMENT OF COMMERCE DISTRICT OFFICE IN LOS  
ANGELES MAY BE ABLE TO PROVIDE INSIGHT ON ALLEGATIONS IN  
PARAGRAPH 1 (C) AND (E) ABOVE. STABLER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INFORMATION EXCHANGE, EXPORTERS, MOTORCYCLES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978MADRID04250  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780169-0273  
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**Message ID:** 3b6679aa-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 98038  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2904397  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE INQUIRY -- KAWASAKI USA EXPORTS TO SPAIN  
**TAGS:** ETRD, BBAK, US, SP, KAWASAKI  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014